

Michelle Monthly

MOM, WIFE, AND REAL ESTATE LIFE



WELCOME!

I am so glad you've decided to join me. Take some time off from your day and see my latest adventures! Let's catch up!

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"The Time is ... NOW!"

How a leap of faith brought me here...

"Mommy, play!" said my precious one year old as he was trying to pull me away from my computer screen. The same computer that I would stare at from 8-4:30 Monday-Friday, week after week.

He was trying to pull me away from my chair to have the attention he deserved from me. “Mommy can’t play right now baby. I’m sorry” I would say to him as my heart broke into pieces thinking I am letting him down ... again. I would go back to typing away, answering phone calls, answering urgent emails, jumping into a meeting, or work on all the paperwork my clients sent over. But my heart was in another place.

I felt like I was missing out on the most precious time with my family.

Don’t get me wrong - I did my job well, worked with a great team, and I felt fulfilled when I could help my clients. I worked insurance claims - primarily insurance claims for the Hispanic/Latino community. I helped customers through their language barrier, and it felt so good seeing how I could make a stressful process so much easier because they were able to communicate so comfortably and freely with me. It’s funny because clients would see my name and ask in their broken English, “Can I speak to someone that speaks Spanish?” I would immediately respond, “Yo te puedo ayudar! Y si te puedo ayudar en Espanol!” The sigh of relief and immediate comfort in their voice was amazing. I felt so happy that I could be there to help them. That is where my passion to help others really took off.

Before we get into my journey ... Let me introduce ME.

I am proudly Colombian and Greek. I was born in Barranquilla, Colombia, and I lived there the majority of my childhood! Spanish is my first language and I still speak it every day. It could be a simple call with my mom or helping another mom at the pediatrician’s office because she was having a hard time communicating with the office staff.

Speaking Spanish fluently has been a great benefit.

In 1996, my mom made the hard decision to leave her life in Colombia and move to the United States to be with my dad. My parents met in medical school in Colombia. They finished school together, but my dad came to the US to complete his studies in Psychiatry. My mom stayed in Colombia and opened her own dental practice. Once they realized they could not do the long-distance thing forever, my mom and I moved here to join him. I remember my first winter in the US was when the blizzard of ’96 hit. I had never seen that much snow in my life! It was very different from the tropical weather I was used to.

I grew up in Silver Spring, MD and I had a really amazing upbringing.

My family has always been everything to me. My mom and dad always instilled the value of family, how you always have to be there for each other no matter what. I have two siblings, Chris and Georgianna. Chris is older than me and Georgianna is 11 years younger than me.

When I was 16, tragedy struck my family when we unexpectedly lost my dad due to a massive heart attack.

He had just turned 50 years old. In that moment, I realized exactly how important family truly is. Losing my dad at 16 was the hardest thing I have ever been through in my life. I felt like I had to be strong for my mom and most importantly, my sister, who was only five years old when he passed. I like to think I became a second mom to Georgianna.

The nurturing maternal instinct came out because I knew I had to be there for her.

I went on to graduate from Blake High School in 2006 (Go Bengals!) and in 2012 I graduated from University of Maryland (Go Terps!) with a degree in Criminal Justice and Criminology.

Once I graduated from University of Maryland ... I landed my insurance job in 2012. My first big girl job and I got to work with one of my best friends, so it was awesome! In that position, I went from a young woman, fresh out of college, getting the hang of the corporate life to a wife, stepmom to two beautiful children Chelsea and Landon, and finally a mom to my precious son, Liam.

This fun job was just not it for me anymore. It was convenient because I got to work from home, and I could be around my family, but I was not present for my family. I sat in the office as I could hear my family interacting with each other in other rooms. I could hear them playing games, having a meal together, or enjoying each other's company.

Once again that feeling of heartbreak would hit me.

On other days, my amazing mother-in-law, Mandy, would take the kids so I could work in a quiet house and my husband, Brian, could also work.

Brian is a real estate investor. He buys houses, rehabs them, and then sells them. I always admired his work. Turning a run-down house into something more.

I remember that first house he fixed up I thought *“this will be a beautiful home filled with memories.”* I also thought I wanted to keep the house and live there myself, but that’s a different story, it was that beautiful.

He was able to have a career he really excelled in and be present for our family. When I had to work, he was ALWAYS there to do what needed to be done for our family. If someone was sick, he was there, if there was a doctor’s appointment, he was there, if we did not have childcare for the day, he was there. Although, sometimes, it was not fair to him that he had to completely clear his day if there was an emergency, and I could not get off work. The point is he was able to be there for our family, just like I wanted to be.

My days at work felt like a countdown to 4:30 PM.

As soon as 4:30 came around it was a rush to get the kids, to make dinner, to do bath time, and then before we knew it, it was bedtime. I would catch myself going to bed thinking I barely saw my family today. Once again, that feeling of heartbreak would come over me.

Brian could tell I was unhappy.

He always encourages me to do what makes me happy and he always suggested the idea of us doing real estate together. At first, I did not take it too seriously. What was he thinking? Maybe we would be one of those couples you see on HGTV, we can dream, right?! But as time went on, I thought, why not?! I could have the same flexibility Brian has, be there for my family, build new relationships, and STILL help others. I thought if I am going to do this ... the time is NOW! And so, I did!

I put in my resignation and decided to pursue a new career. A career in real estate.

I had worked with a real estate agent when I purchased my first home. You know, the one that works for those bigger companies and make you feel like you’re just another paycheck to them. I learned that’s not the type of realtor I would like to be. That is why when I met Eric and the rest of the realtors at Impact Maryland Real Estate, I knew I had found my tribe.

Impact is a family-owned brokerage with the most knowledgeable, personable, and compassionate people I have ever met!

Before I joined the #ImpactFamily I saw how they worked together to take care of their clients. Brian has been an Impact client over the years and that client relationship flourished into a friendship. I felt comfortable referring Impact to my best friend and my mom because I knew they'd be working with the best! Let me tell you, both were very happy with their choice to work with Impact. They helped my mom, Yaritza, sell our family home that held all the memories we had with my dad. It was hard for us to see that house go but working with Eric and Stacy made that process easier, not just by doing their job as agents, but being emotionally supportive knowing that letting go of a home that held so many memories was not easy.

Fun fact – Stacy used to be a teacher and she taught my sister in elementary school!

Impact helped my friend, Carolyn and her husband Kenny, move from their 438 sq ft. DC apartment to a beautiful home they purchased in Frederick. All of this during a pandemic!

I have an amazing support group with #ImpactFamily. We all collaborate and work together to make sure our clients receive the best service possible.

I feel it in my soul that I have made the right choice, and this is the beginning of something great. I look forward to treating my clients with honesty. I will adapt to their needs and wants. Most importantly, they will know that they can rely on me to take care of them. My clients will be taken care of just the way I take care of my family because that is what is most important to me.

Para mis clientes que prefieren hablar en español, aquí estoy para ayudarlos en su idioma con lo que ustedes necesiten! Me pueden llamar o mandar un mensaje de texto. Aquí estoy para ayudarlos.

~ Michelle



FUN!

Monthly Trivia

Question:

Q. What Kind of animal is Yoshi in the Nintendo video games?

Everyone who texts, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate to Amazon.

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February Birthdays!

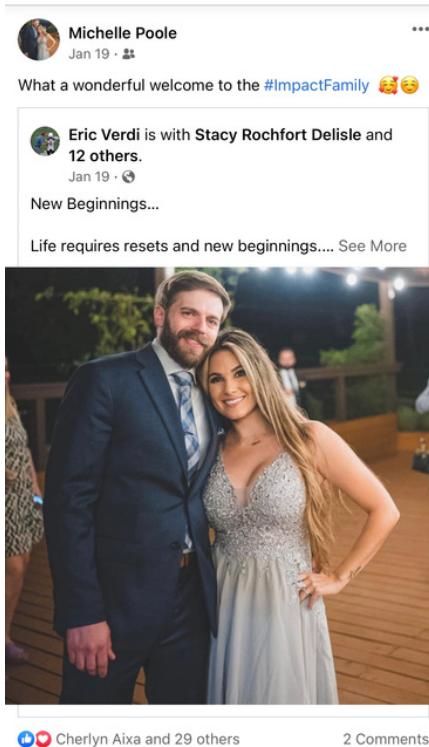
Happy
BIRTHDAY

Liam 2/14

Kenny 2/17

Social Media Stories

I share quite a bit on Social Media platforms, especially on Facebook. I know some of you may not be on Social Media, so here are a few of my Social Media Stories that got some interest, likes, and comments.



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Testimonials from recent 'IMPACT Maryland Monthly' Members

Michelle was a pleasure to work with. She was knowledgeable and if she was unsure about something she would figure it out and get back to me. I think it's very important for an agent to take care of the legwork and not just show up for payday. Michelle and the Impact Team always go above and beyond for their clients. I've been working with them as an investor for a few years now and will continue with them. Thanks, Michelle!! – Brian Poole

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